

Message Text

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PAGE 01 HONG K 09472 200802Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
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R 200311Z JUL 78
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 1745

UNCLAS HONG KONG 9472

E.O. 11652: N/A
TAGS: BEXP, HK
SUBJECT: FSL E/C SPECIALISTS REGIONAL SEMINAR

REF: STATE 173686

TRAINING NEEDS OF FSL JOSEPH CHIANG FOLLOW:

- A) TRADE OPPORTUNITIES. WHILE BASICALLY FAMILIAR WITH SIC CODE, CHIANG WOULD APPRECIATE LEARNING TECHNIQUES FOR ENCODING ESOTERIC COMMOTITIES.
- B) AGENT/DISTRIBUTOR SERVICE. WHAT CRITERIA ARE USED BY DISTRICT OFFICES IN SCREENING AN ADS FOR A PARTICULAR MARKET?
- C) TRADE COMPLAINTS. GUIDELINES. EXPERIENCES OF OTHER POSTS REGARDING COMMON CASES.
- D) MARKET RESEARCH. ALL ASPECTS. APPLICATION TO BEST PROSPECTS CERP.
- E) ESTABLISH AND MAINTAIN GOVERNMENT CONTACTS. HOW TO TARGET? TO SEEK WHAT TYPE OF INFORMATION? SPECIAL HK REQUIREMENT: RELATIONS WITH LOCALLY BASED PRC OFFICIALS?
- F) TRADE PROMOTION. ALL ASPECTS.

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- G) RESEARCH/WRITE REPORTS. ALL ASPECTS. SPECIAL PROBLEMS FOR FSLs FOR WHOM ENGLISH IS A SECOND LANGUAGE.
- H) MAJOR PROJECTS. ABILITY OF U.S. FIRMS TO FORM CONSORTIA TO COMPETE OVERSEAS. PRESENT RESTRICTIONS. PENDING CHANGES. USG ASSISTANCE TO BIDDERS.

I) MANAGING CCP CAMPAIGNS. ALL ASPECTS.

J) ADDITIONAL TOPICS:

I) EXPORT CONTROL. GUIDELINES. INVESTIGATIVE TECHNIQUES

II) REVERSE INVESTMENT. GUIDELINES. TAX IMPLICATIONS.

IMMIGRATION ASPECTS.

SHOESMITH

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 20 jul 1978
Decaption Date: 01 jan 1960
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Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
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Disposition Reason:
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